## Message Text

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INFO OCT-01 EA-10 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 SS-15 /049 W

-----058030 101118Z /23

R 100830Z MAY 78 FM AMEMBASSY SINGAPORE TO SECSTATE WASHDC 239

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E.O. 11652: N/A TAGS: EAIR, SN, US

SUBJ: CIVAIR: SIA COMBINATION SERVICE TO U.S.

REF: A. SINGAPORE 1031 B. SINGAPORE 1884, C. STATE 118110

1. EMBASSY WAS INFORMED OF CAB JUDGE'S DECISION BY GOS MINISTRY OF COMMUNICATIONS APRIL 9. SIM KEE BOON SPOKE WITH EMBOFF, WHO EXPLAINED THAT ADMINISTRATIVE LAW JUDGE'S FINDINGS WERE ONLY FIRST STEP IN CERTIFICATION PROCESS. IN SUBSEQUENT LETTER TO AMBASSADOR, SIM SAID, "NEEDLESS TO SAY, WE ARE RATHER TAKEN ABACK BY ALL THIS AS WE THOUGHT THIS PARTICULAR ASPECT OF THE BILATERAL HAD BEEN THRASHED OUT AT SOME LENGTH BETWEEN US AT GOVERNMENTAL LEVEL AND HAS NOW BEEN RESOLVED TO OUR MUTUAL SATISFACTION.

"COULD YOU KINDLY USE YOUR GOOD OFFICES TO HAVE THIS CONDITION REMOVED OR NEUTRALISED BEFORE THE MATTER ESCALATES FURTHER."

2. EMBASSY COMMENT: REF A GIVES OUR VIEWS ON THIS QUESTION. FTL REP TOLD EMBASSY THAT HIS AIRLINE COULD NOT ADVERTISE THE SUPERIORITY OF ITS SERVICE IF IT WAS USING SAME HANDLING AGENT AS ITS MAIN COMPETITOR. WE LIMITED OFFICIAL USE

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WOULD HOPE THAT FTL HAS OTHER ASSETS, HOWEVER, SUCH AS RELIABILITY, FLEXIBILITY AND CONVENIENCE, WHICH WOULD ENABLE IT TO COMPETE IN THIS MARKET. PRESUMABLY FTL HAS ACCESS TO NOTES OF LAST FALL'S NEGOTIATING SESSIONS AND IS AWARE OF LONG-STANDING GOS POSITION ON THIS SUBJECT

3. WE HOPE THAT THIS PROVISION WILL BE MODIFIED BY THE FULL BOARD; FTL SEEMS TO BE COMPETITIVE IN HONG KONG AND TAIWAN WHERE, WE UNDERSTAND, THERE IS ONLY ONE AUTHORIZED FREIGHT HANDLER. ALSO, BY INSISTING ON SELF-HANDLING -- AND ISSUE WHICH IS AT BEST AMBIGUOUS IN NEW AGREEMENT -- WE MAY BE WEAKENING OUR CREDIBILITY IN INSISTING AN OBSERVANCE OF LETTER OF THE LAW IN THE MATTER OF TARIFFS (REF B). THE LATTER COULD WELL TURN OUT TO BE VASTLY MORE IMPORTANT TO FTL'S OPERATIONS HERE.

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HOLDRIDGE

NNN

## Message Attributes

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